

BHA – Request for Qualifications (RFQ) #1160-01
BHA Sites in High-Market Neighborhoods

The Boston Housing Authority (“BHA”) is seeking proposals from qualified real estate development firms to optimize the value of BHA sites in high-market neighborhoods, as a means to preserve or expand existing affordable units. The Authority is exploring preservation strategies for its properties in high-market neighborhoods that avoid displacement of low-income residents while increasing sustainability of operations. The RFQ will not result directly in a contract award. A separate Request for Proposals (RFP) may be issued at a later date by the BHA for a specific project(s). The RFQ package may be obtained free of charge by email or \$25 for hard copy at the BHA, 52 Chauncy Street, Boston, Massachusetts 02111, Procurement Department, 6th floor (617-988-4038 bids@bostonhousing.org). Written questions ONLY must be received by 1/7/2015. Proposals must be received at the above address no later than **2:00 PM on 1/22/2015**. The BHA reserves the right to reject any and all proposals and to waive any and all informalities.

REQUEST FOR QUALIFICATIONS
BHA Sites in High-Market Neighborhoods
BHA Job No. 1160-01
November 18, 2014

PART I – BACKGROUND

The Boston Housing Authority (BHA) has developed a Five-Year Agency Plan that describes the Authority's current fiscal and operating context and identifies strategic priorities for the next five years. While the BHA has enjoyed a long period of continuous improvement, federal funding shortfalls have resulted in a structural deficit that is expected to continue for the long-term. The shortfall and its anticipated impacts are described further in the Plan (see the Five-Year Plan at www.bostonhousing.org).

As one of its strategic priorities, the BHA is developing an asset management preservation strategy that will explore long-term strategies for each of its public housing sites. Through this Request for Qualifications (RFQ), the BHA is interested in exploring preservation strategies for its properties in high-market neighborhoods that avoid displacement of low-income residents while increasing sustainability of operations. Specifically, we are seeking proposals from qualified real estate development firms to optimize the value of BHA sites in high-market neighborhoods, as a means to preserve or expand existing affordable units. Proposals may add mixed-income housing as well as commercial and retail uses, and may also replace public housing units with other funding programs that achieve comparable long-term affordability for extremely low-income households. Proposals may take an "in-fill" approach that leaves existing buildings intact, or may propose replacement/new construction strategies.

The BHA's primary goal through this RFQ is to explore ways to preserve its affordable housing for future generations, with decreased reliance on federal public housing capital and operating subsidy. A secondary goal is to explore ways to better integrate the sites into their surrounding neighborhoods. While the BHA will entertain proposals for all sites, we are particularly interested in proposals for feasible preservation strategies in our older federally subsidized developments. In addition, while adding housing units and other uses are not viable at the BHA's West Newton property, we are seeking proposals to preserve West Newton as affordable housing without public housing subsidy.

Property data is attached. The BHA will not be providing detailed capital information about each property under this RFQ, and therefore, Proposers must identify their assumptions clearly. Proposers may propose replacing or retrofitting existing buildings. Proposals that retain affordable units at a 1:1 ratio with the existing developments will be prioritized. Proposers will be required to submit financial pro formas, cost estimates, and conceptual designs along with developer qualifications.

The BHA will use the proposals to evaluate the feasibility and trade-offs of various approaches, and will issue subsequent Requests for Proposals in order to move forward with any specific plans.

A. Submission Instructions

Respondents to this RFQ are required to submit six (6) copies of their proposal and one (1) electronic copy of their proposal on CD-R or DVD-R media. This submission should be in Adobe PDF format, although Microsoft Office file formats (Word, Excel, Power Point, etc.) are also acceptable. Respondents shall submit their proposals to:

BHA Contract Office, Dan Casals, Deputy Administrator, at the Boston Housing Authority at 52 Chauncy Street, 6th Floor, Boston, MA 02111, on January 22, 2015, no later than 2:00 p.m. by mail or hand delivery.

The RFQ will not result directly in a contract award. A separate Request for Proposals (RFP) will be issued by the BHA for any specific projects.

PART II – PROPOSAL REQUIREMENTS

Proposals should be specific and concise. We strongly prefer efficiently worded, substantive proposals to lengthy responses containing more general, boilerplate language.

A. Qualifications:

Please submit the following information:

1. Identify all team members and roles. Provide information with respect to the capabilities and experience of these individual(s) relative to the teams' proposal.
2. Describe the team's background and expertise with affordable and market housing development, public housing programs, and mixed-use/commercial development if proposed. Experience with local City and state affordable housing programs is particularly relevant.
3. List at least three (3) entities that have been clients of the Respondent within the last three (3) years. This list shall demonstrate that the Respondent has (i) been in business for a minimum of three (3) years, and (ii) completed projects substantially similar to those requested by this RFQ. The Respondent shall provide the following information for each client:
 - Client name
 - Type of organization
 - Address
 - Contact
 - Title
 - Telephone
 - Description of the work performed
 - Commencement and completion dates of contract
 - Dollar amount of contract or project
 - Identity of any Respondent's staff assigned to each client who are proposed for the BHA's services

4. Submit a summary of prior financial transactions that evidence the Respondent's capacity to realistically secure the financial resources to execute the proposed project. Include company financial information that demonstrates the ability of the firm to provide necessary guarantees and other security to satisfy investors on the project. Provide information relative to securing all approvals for the project, including non-financial approvals (i.e. zoning, neighborhood, regulatory, etc.)

B. Proposal:

Respondents may submit proposals for one site or multiple sites. For each site, please submit the following information:

1. A two-page summary that identifies the site and overall approach to achieving the goals of the RFQ: number of units to be renovated, replaced, and/or added; resulting overall mix of housing units from deeply subsidized to market; additional uses and square footage.
2. Conceptual design drawings that illustrate the proposal. While interior details are not required, the designs must be sufficiently developed to accurately reflect residential and other uses on the property.
3. Financial Pro Forma including a full Sources and Uses of development funding and a 20-year Operating Budget. The pro formas must make clear any Developer or Overhead fees as well as assumptions as to relocation, demolition, and predevelopment costs. All public sector sources of funding must be specifically identified.
4. A timeline for predevelopment, design, financing, and construction.
5. Financial letters of interest and other evidence that the financial projections are reasonable and that the project can be realistically financed. While financing commitments are not expected, the BHA is not interested in projects that "pencil out" without any basis in realistic funding sources.
6. Clearly identify all assumptions, including financial assumptions as well as other assumptions related to the role of BHA in the transaction.

Questions under this RFP may be directed to:

Joseph Bamberg, Director of Real Estate Development
Email joseph.bamberg@bostonhousing.org

We will make every effort to respond to questions within 5 business days. . To ensure timely responses, please submit questions no later than January 7, 2015. Questions and responses will be emailed to all planholders.

Boston Housing Authority Public Housing Developments

Dev#	Development Name	Management Office Address	Neighborhood	Zip Code	EIOP or DOFA *	Studio	1 Bed	2 Beds	3 Beds	4 Beds	5 Beds	6 Beds	Total
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Federal Public Housing

101	Charlestown	55 Bunker Hill Street	Charlestown	02129	Nov-40		352	425	254	66	3		1100
104	Lenox Street	136 Lenox Street	South End	02118	Dec-40		123	120	42				285
106	Ruth Barkley Apts.	1472 Washington Street	South End	02118	Mar-51		92	179	108	35			414
107	Heath Street	30 Bickford Street	Jamaica Plain	02130	Feb-42		32	58	86	33	8	2	219
111	Whittier Street	1158 Tremont Street	Roxbury	02120	May-53		12	120	56	12			200
114	Alice Heyward Taylor	260 Ruggles Street M	Roxbury	02120	Aug-52		107	122	89	41	4		363
119	Bromley Park	30 Bickford Street	Jamaica Plain	02130	Aug-54		64	232	172	38	14		520
123	Mary Ellen McCormack	10 Kemp Street	South Boston	02127	May-38		413	447	156				1016
124	Old Colony	265 East Ninth Street	South Boston	02127	May-40		150	173	80	49	1	5	458
158	West Newton Street	94 West Newton Street #3	South End	02118	Dec-73	44	57	16	7	11	1		136
174	Rutland/East Springfield Street	94 West Newton Street #3	South End	02118	May-82		3	5	5	1			14
182	Commonwealth	35 Fidelis Way	Brighton	02135	Feb-51		36	109	94	34	5		278
189	Franklin Field	91 Ames Street	Dorchester	02124	Aug-62		46	122	116	48	14		346
191	Bromley Park Elderly	30 Bickford Street	Jamaica Plain	02130	Aug-54		42	14					56
193	Highland Park	530 Warren Street	Roxbury	02121	Mar-83			22	4				26
226	Pond Street	21 Pond Street	Jamaica Plain	02130	Aug-62		40	4					44
227	Annapolis Street	9 Annapolis Street	Dorchester	02125	Aug-62		50	6					56
228	Ashmont Street	350 Ashmont Street	Dorchester	02124	Nov-62		48	6					54
229	Holgate Apartments	125 Elm Hill Avenue	Roxbury	02119	May-62		81						81
230	Foley Apartments	199 H Street	South Boston	02127	Aug-63		96						96
232	Groveland	15 M.M. Beatty Circle	Mattapan	02126	Nov-72	26	20	2					48
234	Davison	101 Davison Street	Hyde Park	02136	Sep-72	31	16						47
235	Washington Street	35 Fidelis Way	Brighton	02135	Feb-63		72	10					82
236	West Ninth Street	185 West Ninth Street	South Boston	02127	Nov-68		76	8					84
237	J.J. Carroll Apartments	130 Chestnut Hill Avenue	Brighton	02135	Dec-66		52	12					64
238	Meade Apartments	5 Melville Avenue	Dorchester	02124	Mar-69		38	2					40
240	Rev. M.L.K Jr. Towers	280 MLK Blvd	Roxbury	02119	Jul-69	26	78						104

* End of Initial Operating Period or Date of Full Availability

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Federal Public Housing (continued)

241	Eva White	440 Tremont Street	South End	02118	Mar-68	34	57	11					102
242	Walnut Park	1990 Columbus Avenue	Roxbury	02119	Jul-70	106	51	8					165
244	Frederick Douglas	755 Tremont Street	South End	02118	Sep-73	42	35	1					78
245	Amory Street	125 Amory Street	Jamaica Plain	02119	Apr-73	98	106	11					215
247	General Warren	114 Rutherford Avenue	Charlestown	02129	Oct-72	56	36	4					96
249	Torre Unidad	80 West Dedham Street	South End	02118	Sep-74	112	83	4					199
250	Rockland Towers	5300 Washington Street	West Roxbury	02132	Nov-72	41	26	2					69
251	Codman Apartments	784 Washington Street	Dorchester	02124	Aug-72	61	30	11					102
252	Heritage Apartments	209 Sumner Street	East Boston	02128	Apr-75	96	159	21	11	9			296
253	St. Botolph Apartments	70 St. Botolph Street	Back Bay	02116	Jun-73	82	47	3					132
254	Pasciucco Apartments	330 Bowdoin Street	Dorchester	02122	May-73	64	26	2					92
257	Lower Mills	2262 Dorchester Avenue	Dorchester	02124	Jan-72	107	60	11					178
261	Ausonia Homes	185 Fulton Street	North End	02109	Jan-77		93	7					100
262	Hassan Apartments	705 River Street	Hyde Park	02126	May-74	55	40	5					100
270	Spring Street	23 Spring Street	West Roxbury	02132	Jul-77		99	5					104
271	Patricia White	20 Washington Street	Brighton	02135	Jan-78		216	9					225
272	Roslyn Apartments	1 Cliffmont Street	Roslindale	02131	May-77		113	6					119
277	Bellflower Street	24 Bellflower Street	Dorchester	02125	Sep-81		106	8					114
283	Peabody Square	1875 Dorchester Avenue	Dorchester	02124	Jul-82		98	5					103
290	Joseph C. Malone Apartments	11 Gordon Avenue	Hyde park	02136	Jun-81		101	1					102
295	Commonwealth Elderly	35 Fidelis Way	Brighton	02135	Feb-51		104	12					116
298	Hampton House	155 North Hampton Street	South End	02118	Sep-73	42	35	1					78
299	Washington Manor	1701 Washington Street	South End	02118	Sep-73	41	35	1					77
Federal Totals						1164	3952	2363	1280	377	50	7	9193

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State Public Housing

501	West Broadway	81 Orton Marotta Way	South Boston	02127	Aug-49	0	102	135	167	57	14	9	484
502	Camden Street	136 Lenox Street	Boston	02118	Oct-49	0	36	19	17	0	0	0	72
504	Faneuil	266 North Beacon Street	Brighton	02135	Jul-50	0	0	132	120	0	6	0	258
505	Fairmount	43 Bow Street	Hyde Park	02136	May-51	0	0	112	90	0	0	0	202
507	Archdale	120 Brookway Road	Roslindale	02131	Feb-51	0	23	144	103	11	3	1	285
508	Orient Heights	38 Vallar Road	East Boston	02128	Dec-52	0	44	139	109	28	11	0	331
510	Gallivan Boulevard	115 Standard Street	Mattapan	02126	Nov-53	0	0	125	113	13	0	0	251
512	South Street	15 St. Rose Street	Jamaica Plain	02130	Aug-53	0	18	66	42	6	0	0	132
601	Franklin Field Family	91 Ames Street	Dorchester	02124	Aug-62	0	0	40	0	0	0	0	40
602	Franklin Field Elderly	91 Ames Street	Dorchester	02124	Aug-62	0	48	16	0	0	0	0	64
603	Msgr Powers / L Street	120 L Street	South Boston	02127	Aug-78	3	59	6	0	0	0	0	68
756	BHA Condos (City-Wide)	530 Warren Street	Dorchester	02121	Sep-88	0	9	67	61	7	0	0	144
State Totals						3	339	1001	822	122	34	10	2331